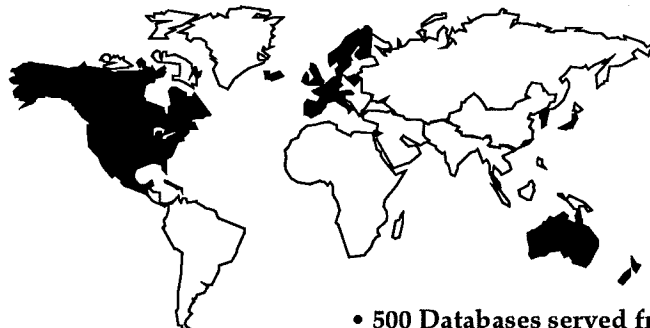# Wide Area Information Servers, Inc.

Internet Publishing

Brewster Kahle
President
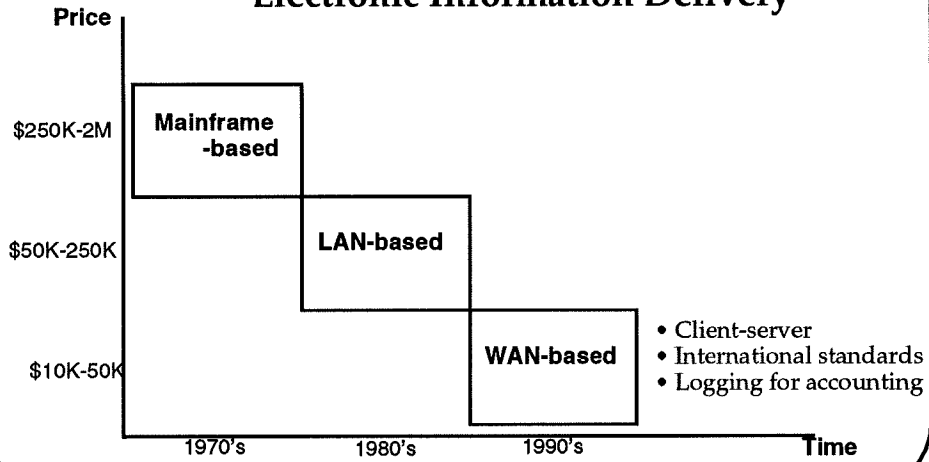Japan 12/93

WAIS on Internet

- Over 50,000 users on the Internet

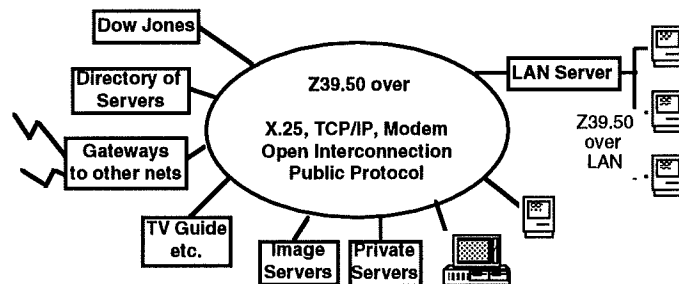- Users in 32 Countries: Mexico, Singapore, Finland, Australia, . . .

- 500 Databases served from 12 Countries:
  Norway, Canada, UK, . . .
  New database every day.

- VT-100 Interface in California:
  240 each day, 4,600 different machines

Electronic Information Delivery

Price

$250K-2M — **Mainframe -based**

$50K-250K — **LAN-based**

$10K-50K — **WAN-based**

- Client-server
- International standards
- Logging for accounting

1970's   1980's   1990's   **Time**

Wide Area Information Server Architecture

Dow Jones

Directory of Servers

Gateways to other nets

TV Guide etc.

Z39.50 over

X.25, TCP/IP, Modem Open Interconnection Public Protocol

Image Servers   Private Servers
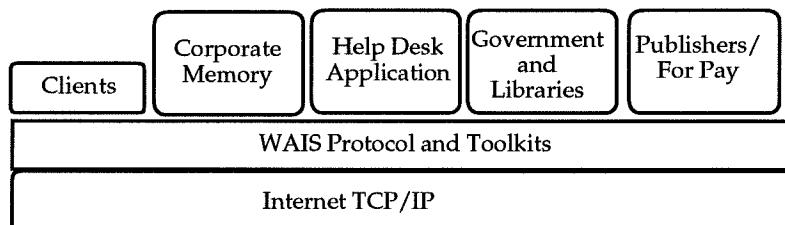
LAN Server

Z39.50 over LAN

Easy point-and-click interface to worldwide information

WAIS Inc:
Network Publishing

- Founded June 1992 from 1990 Consortium of Apple/ Thinking Machines/DowJones/KPMG
- Technology: 2 Founders from Supercomputing
- Internet: Experience in Building an Internet System
- Publishing: 2 Founder from Publishing

WAIS Inc Position

- WAIS Inc Brings
  - Application Protocols
  - Database Server Technology
  - Wide Area Network Expertise
- Work with Industry Partners

Clients	Corporate Memory	Help Desk Application	Government and Libraries	Publishers/ For Pay

WAIS Protocol and Toolkits

Internet TCP/IP

WAIS Inc Markets and Partners

- **Large Corporations**
  - Fujitsu, Intel
  - Perot Systems, Mitre
- **Publishers**
  - Dow Jones, encyclopedia, Scholastic Inc
  - Sun Microsystems
- **Government**
  - NASA, Defense, Intelligence
  - US Government Printing Office
- **Libraries**
  - Library of Congress, Rice University

WAIS Inc Products

WAIS Workstation for Unix $10k-40k

Binary

Novell Appleshare	WAIS Workstation

LAN and Internet

$40k

WAIS Server for Unix   **$15k-50k**

DBMS	WAIS Server

Internet

Dial-up

Other networks

Services and Training

WAIS Navigation

- Optimized for Wide Area Networks

- Natural Language with Relevance Feedback

- Personal/Enterprise/Wide Area Information

- Interactive Search→ Agents

WAIS Inc Server

- Mixed Natural Language and Boolean

- Accounting for Billing

- Restricted Access

- Data in original formats

- Popular Unix Platforms

Future Directions

- Servers: Integrate Gopher, Web, and WAIS Capabilities
- Protocols: Working on Standards Committees and Protocol Toolkits
- Online Services: Service Bureau of Publishers

1994 Plans

- Server 2.0 Release: Integrate Browsing, DBMS, and Security
- Protocol Toolkit: Z39.50-v2, URL, RSA, etc
- For-Pay Services on the Internet

Conference/Meeting   Tracking   Sheet

Conf./Meeting: JAPAN - FUJITSU / SUN SITE
Location: TOKYO, JAPAN
Dates: 12/4 - 12/12
Attendee(s): BK

Primary   Contact: KATHY WEBSTER
Phone: 336-0813
Fax:
Email:

Other   Contact: ERIC DEXTER
Phone:
Fax:
Email:

Travel:
Tickets ordered? ✓
Tickets received? ✓ UNITED 837 12/4, 1:30 PM
Tickets reimbursed? (Y)/ N
Reimbursement rec'd?

Hotel required? (Y)/ N
Hotel reserved? ✓   New Otani Hotel
Hotel reimbursed? (Y)/ N
Reimbursement rec'd?

Materials:
black folders needed: 20 w/ Sun release
Folders prepared? (Y)
Tech descriptions: 20 ✓
Other: stpbd: announce Forbes price list Unixworld 100 ✓

Slides needed? (Y)/ N
Slides prepared?

Onsite   equipment:
Duo mirroring system?
Overhead monitor?
Phone line?
Internet hookup?
Other?

Purpose of meeting: FUJITSU - TO ANNOUNCE JAPANESE/CHINESE WAIS PROJECT SUNSITE -

WAIS Inc. message:

Means of communication
of message:

OCT 01 1993   INVOICE: 8137   ACCT: WAI001   14VEK   6WM1

WAIS INC.   DELIVER TO:**SI**
1040 NOEL DRIVE SUITE 102   DATE: 29SEP
MENLO PARK CA   94025   ATTN: DIA
                                   Q 11NOV
                                   FAX ITIN
KAHLE/BREWSTER

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04 DEC 93 - SATURDAY
 UNITED   837 COACH CLASS
 LV: SAN FRANCISCO   130P   NONSTOP   CONFIRMED
 AR: TOKYO/NARITA   525P   ARRIVAL DATE-05 DEC
 2-FULL-MEALS-MOVIE   SEAT-45A
 NO CAR OR HOTEL REQUESTED AT TIME OF BOOKING

12 DEC 93 - SUNDAY
 UNITED   828 COACH CLASS
 LV: TOKYO/NARITA   700P   NONSTOP   CONFIRMED
 AR: SAN FRANCISCO   1105A
 2-FULL-MEALS-MOVIE   SEAT-45H

TICKET IS NONREFUNDABLE
SEATS ARE CONFIRMED
BOARDING PASSES TO BE MAILED WITHIN ONE MONTH OF TRAVEL DAYS

****
YOUR FREQUENT FLYER NUMBER HAS BEEN ENTERED
INT*L TRAVEL REQUIRES CHECKIN 2 HOURS PRIOR TO FLIGHT
PLEASE RECONFIRM YOUR FLIGHTS 48 HOURS PRIOR
YOUR TRAVEL REQUIRES A VALID PASSPORT

COMPARED TO THE FULL FARE THIS REPRESENTS A SAVINGS OF $ 997.55

TICKET NUMBER/S:
KAHLE/BREWSTER   1435904039   BA CARD   1047.45

    AIR TRANSPORTATION   1030.00 TAX   17.45 TTL   1047.45
                                    SUB TOTAL   1047.45
                                    CREDIT CARD PAYMENT   1047.45-
                                    AMOUNT DUE   0.00

Date: Mon, 29 Nov 1993 11:33:08 -0800
To: than
From: Brewster@wais.com (Brewster Kahle)
Subject: japan agenda: looks busy
Cc: mka

>To: brewster@wais.com
>Cc: nori@aisys.se.fujitsu.co.jp, youchan@aisys.se.fujitsu.co.jp
>Subject: agenda
>Date: Tue, 19 Oct 1993 20:33:21 +0900
>From: Yasuyo Kikuta <kikuta@aisys.se.fujitsu.co.jp>
>
>
>Dear Mr. Kahle,
>
>
>I made a schedule for your visit to Fujitsu as follows. If you have any
>comments on this schedule, please let me know.
>
>December 6 (Mon)   : Prior meeting
>
>December 9 (Thu)   : At Fujitsu all day
>   (1) Introduction of activities both in WAIS and in
>   Fujitsu.
>   (2) Discussion of the technical method of making WAIS
>   able to handle Japanese words.
>   (3) Discussion on how to proceed with business in Japan
>December 10(Fri)   : At Fujitsu in the morning
>   (1)continue
>   At National Center for Science Information Systems
>   in the afternoon
>   (1) Introduction of the WAIS products summary and progress
>   report
>   for the development of the system utilizing Fujitsu's
>   WAIS.
>   (2) Free discussion
>
>NCSIS (this stands for National Center for Science Information System) is a
>center to manage Japanese scientific information databases.
>NCSIS contains papers written in Japanese universities or research institutes
>which are registered with NCSIS. Researchers can retrieve the necessary
>information through the NCSIS.
>
>NCSIS now employs an information retrieval system on Hitachi host computers.
>Hitachi is a competitor. However, NCSIS is considering an information
>retrieval system on UNIX. Therefor, there is a great possibility that
>NCSIS will place the WAIS products on UNIX.
>That is why I would like you to visit NCSIS with me and introduce the
>WAIS products to NCSIS. They know free- WAIS well.
>
>The plan to visit NCSIS on December 10th cannot be changed, however,
>our other plans are changeable if you wish. At nights of
>December 9th and/or 10th, I would like to invite you and your wife to
>dinner.
>
>As to a license fee for GOPHER, I would like to know how much it is. I would
>also like to know whether companies using GOPHER for profits pay for the
>license fee or not? If you have any information about these, please let me
>know.
>
>(Did Fujitsu pay for the WAIS? I checked that Fujitsu would pay for the
>WAIS products on around 20th of this month.)